



## A Neumann & Associates, LLC

Affiliated with Americas Largest Network of M&A Professionals

### Business Profile

Engagement: 1492-2074B

### Company Information

Line of business: Driving School

Location: Connecticut

In Business: 15+ years

Employees: 7+

Facilities: 900 Sq Ft Office (leased)

Reason for Sale: To step back after many years (consulting available)

### Company Assets:

• Net Working Capital	\$0
• Leasehold Improvements	\$0
• Office – Furniture & Computer	\$3,000
• Vehicles, Trailers, Forklifts	\$47,000
• Equipment & Tooling	\$0
• Other	\$0
<b>Total Assets included in Sale</b>	<b><u>\$50,000</u></b>

### Sales and Cash Flow:

(All Information Based On P&L/Tax Returns)

<u>Fiscal Year End</u>	<u>Revenue</u>	<u>Seller Discretionary Cash Flow</u>
2019	\$695,000	\$195,000
2020	\$310,000 *	\$50,000 *
2021	\$440,000	\$160,000
2022 (e)	\$550,000	\$175,000

\* Covid-19 impact



## Executive Summary

This well-known **Driving School Company** is located in Connecticut. The firm enjoys significant operating margins and documented profitability. This business currently operates from a 900 sq. ft. leased office space.

The company enjoys a **competitive advantage** by being the oldest and largest driving school in the area, with exceptional attention to customer service and support of the local community. The company is a full-service driving school that offers all state mandated courses, as well as all voluntary instruction (classroom or in-car) for new drivers, whether teenager or adult, and offers quick response to customer inquiries. In addition to driving lessons, the company offers accompanying students to the DMV.

It is projected that a new owner will obtain **additional growth** by reintroducing Spanish speaking classes. Adding additional adult classes and increasing DMV accompaniment are also growth opportunities with a minimal investment.

The company has been **fully reviewed and conservatively appraised** by an accredited national valuation firm at 2.9 x SDCF (ttm). A full valuation report is included and there is \$50,000 in Fixed Assets included in the deal. The business is pre-qualified by an SBA lender subject to buyer's financials, and by implementing the proposed deal structure an owner operator will obtain over **\$110,000 benefit in after-acquisition-debt cash flow in Year #1 - over 95% return on equity investment.**

A comfortable **transition period** will be provided by the owner who truly wants to see the business continue to flourish. Seller will consider a mid-term consulting agreement thereafter. A qualified team will stay in place and support the new owner in all aspects of the business.

**(ALL DATA BASED ON SIGNED TAX RETURNS)**

<b><u>Deal Structure</u></b> <i>(Proposed)</i>	Buyer Cash Down @ Closing	\$117,500
	Buyer Bank Financing	\$235,000
	Seller Financing @ 8% / 5 years	\$117,500
	Long Term Debt Assumption	\$0
	<b>Total Purchase Price</b>	<b>\$470,000</b>

**Note:** If applicable, all real estate offered by ANA Commercial Real Estate, LLC

### ***Buyer Benefits***

1) Stable business, for 15+ years - non union shop
2) Motivated owner helping in the transition, incl. potential consulting agreement
3) Strong cash flow

### **A NEUMANN & ASSOCIATES, LLC**

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**NOTE:** All data is based on signed tax returns and financial records. A Neumann & Associates has made no investigation or verification of the information presented herein. No additional information will be released until the Buyer has been fully reviewed and sufficient cash is available.